RJReynolds

Tobacco Company

ELECTRONIC MAIL

November 20, 1995

Sales		Retail	
1221		1222	
1222		1223	
1223		1226	21
1224		1229	
1225		ROM	
1226	02	PC	SC
1229		MC	PA
1240			
1244		RSM	RBM

DENNIS R. BELLINGER
Senior Chain Accts Manager

1000 Opdyke Road
Suite B-1A
Auburn Hills, MI 48326
810-475-5602
FAX - 810-475-5609

TO: ROU - Please handle and distribute to affected Division Manager, Retail Manager, Retail Rep, Material Coordinator and System Coordinator
1210 2910

Ladies and Gentlemen:

SUBJECT: K MART NEW STORE OPENINGS
CID: #0002-00-00

K mart is opening a new store in your division. Please, follow these instructions.

- Contact store prior to opening and consult with the Store Manager or Regional Set-Up Manager. Fixtures need to be ordered, and **arrive at store three weeks in advance of opening.**
- Please notify us if any Kmart stores are closing because of the new store opening, or for any other reason.

NEW STORE SET

Please, check with Set-up Manager to verify blueprints and fixtures needed. The new store set should show on blueprints:

- A minimum of 12' for carton fixtures(8' full price and 4' savings), and **4' for RJR packs**.
- PFD. **New dual sided PFD(475571—2 ea/sides; 475595—1ea/base).** Order from Renee at #6710. Lane blockers are being discontinued.
- 4-10' tobacco. RJR supplies and Cost Share required. A 7101 form giving contract type(a check for the full amount if no contract).

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"We work for smokers."

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ORDERING

- Please, order all standard wood fixtures through your own ROU and request any needed special items(PFD) through Renee Sanford, #6710 Detroit ROU. Requests for orders must be written (not oral) and include the stores new SIS #.
- For stores that are being relocated, please assign new SIS # for new account and delete old store when it closes.

SIS REPORTING

- Contracts MUST be added! ! !
- Only stores that have a PFD will be eligible for payment. The only authorized plan effective October 1994, is:

TYPE	PLAN	UNITS
PFD	KMT	1
CMFCT	B	1

- **Please be sure a 7101 is sent in to enter contracts in the store. Be sure to include a Cost Share A Contract for tobacco fixtures.**

Thank you for your cooperation. If you have any questions, or comments please advise Maureen VM: 840947, Phone: 810-475-5602.

Sincerely,

Dennis

D. R. Bellinger

DRB/ms

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KMART NEW STORE OPENINGS

November 20, 1995

REGION #	STORE #	ADDRESS	NEW/ RELOC	OPEN DATE
1226	7760	1701 West Edgar Rd Linden, NJ		1/11/96
2910	7707*	141 West Lee Hwy Warrenton, VA		1/11/96

* Notice on this store opening had also been sent out on November 10, 1995.

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